

The AMERICAN LEGION Weekly

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COPY



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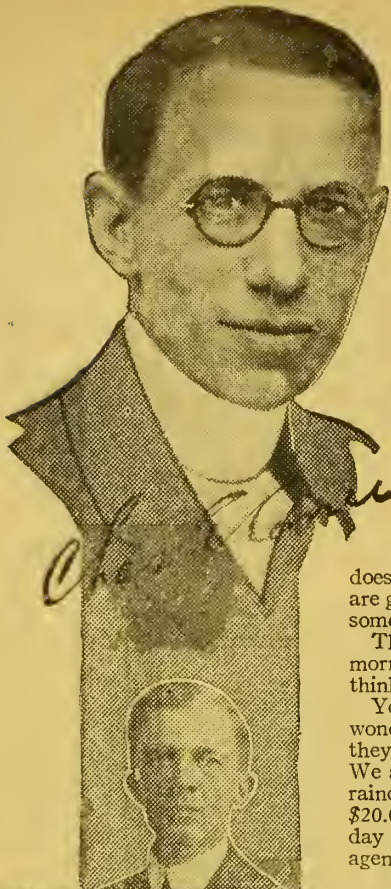
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I give all of my agents a beautiful raincoat so they can show their customers the fine workmanship, wonderful style and great values. I will give you your choice of the coat you want to wear, and I will also furnish you with dozens of samples of materials used in these coats and everything you need to start this prosperous and profitable business. If A. N. Weckerly of Ohio made \$74 in four days' spare time, and Cooper averages \$4,000 a year, think what an opportunity this presents to you.

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NOW—GET STARTED!

Don't send any money. I want you to simply mail the coupon and I will send you all the details of this wonderful proposition. It is actually worth thousands of dollars to you. People are buying raincoats by the thousand. There is no chance of failure. Hundreds are successful, and you can be just as successful as any of them. Just write your name and address on this coupon with a pen or pencil, tear it off and mail at once. Act right now.

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THE COMER MFG. CO.
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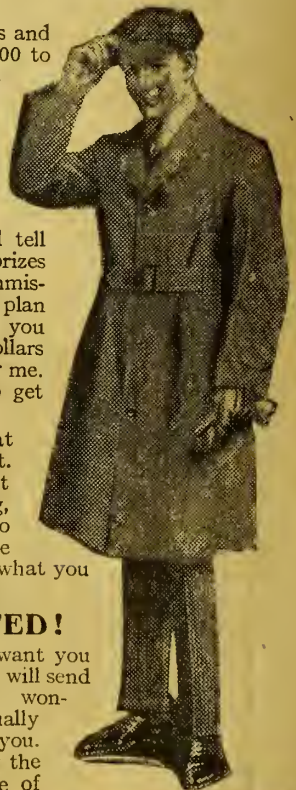
The Comer Mfg. Co.
Dept. F-49, Dayton, Ohio

Please tell me how without investing any money I can become your agent and make from \$50 to \$100 a week. Also send me, without charge, your offer of a free raincoat for myself.

Name.....

Address.....

P. O. State.....



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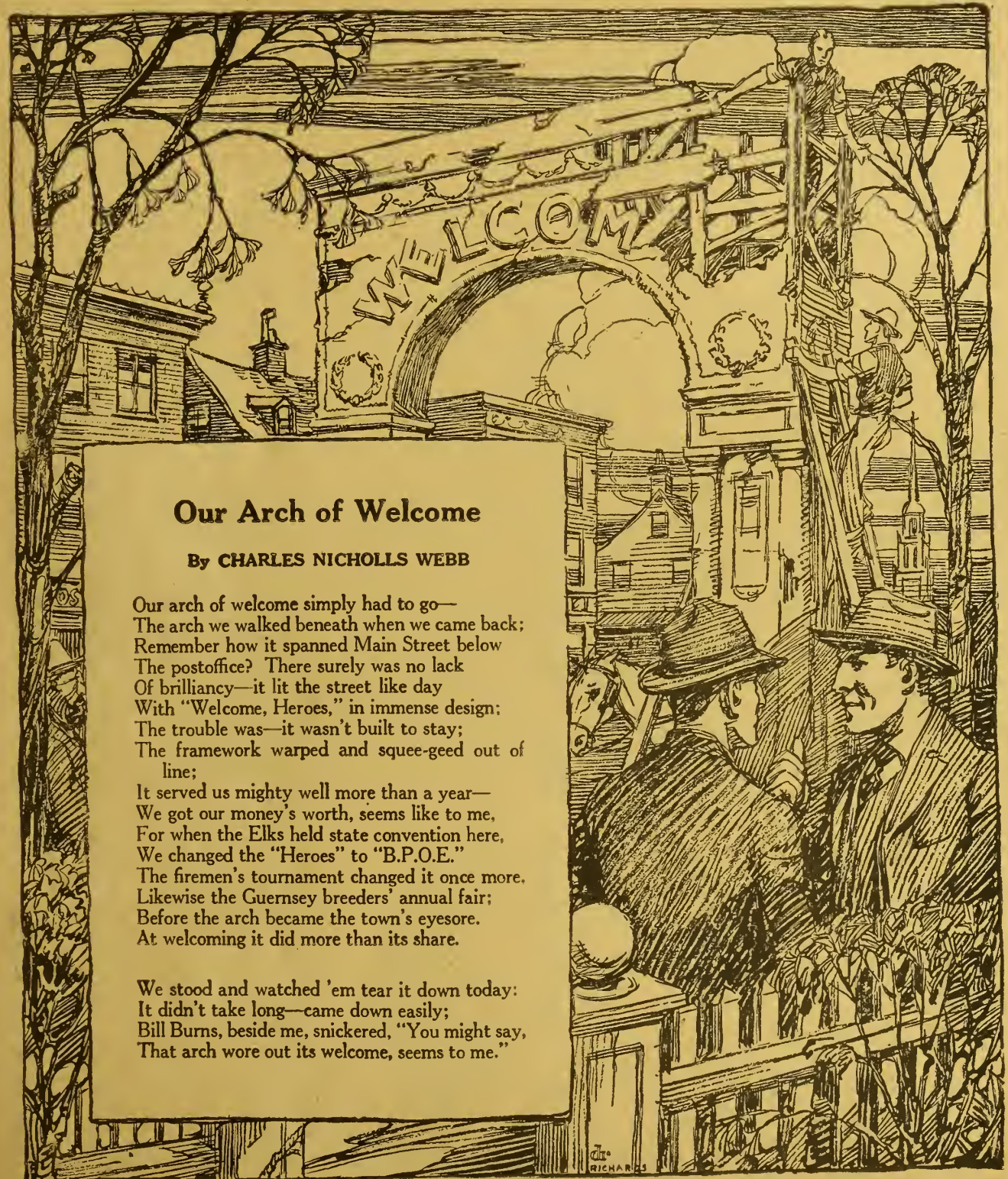
Our Arch of Welcome

By CHARLES NICHOLLS WEBB

Our arch of welcome simply had to go—
The arch we walked beneath when we came back;
Remember how it spanned Main Street below
The postoffice? There surely was no lack
Of brilliancy—it lit the street like day
With "Welcome, Heroes," in immense design;
The trouble was—it wasn't built to stay;
The framework warped and squee-geed out of
line;

It served us mighty well more than a year—
We got our money's worth, seems like to me,
For when the Elks held state convention here,
We changed the "Heroes" to "B.P.O.E."
The firemen's tournament changed it once more,
Likewise the Guernsey breeders' annual fair;
Before the arch became the town's eyesore.
At welcoming it did more than its share.

We stood and watched 'em tear it down today:
It didn't take long—came down easily;
Bill Burns, beside me, snickered, "You might say,
That arch wore out its welcome, seems to me."



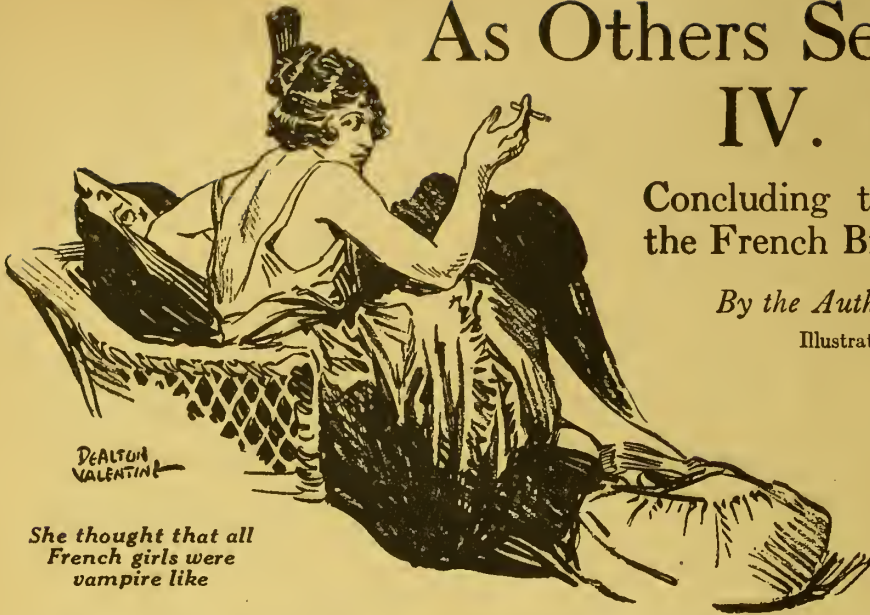
As Others See Us—

IV. Old and New

Concluding the Further Experiences of
the French Bride of an American Soldier

By the Author of "So This Is America!"

Illustrations by DeALTON VALENTINE



*She thought that all
French girls were
vampire like*

I WISH American women had the opportunity to know better French people and particularly French women.

My husband's sister told me one day how she had been surprised to see how much I looked like an American! She thought that all French girls were like some French actresses touring America—real eccentric, dark hair, vampire like, wearing an indecent style of clothes and smoking cigarettes!

Of course on our side we have an idea of the American woman almost as wrong. For French people the American woman is above all fond of sports, spending her life travelling, always hundreds of miles away from her husband or her family if she is not married, wearing plaid skirts or pants, low heel shoes and woolen stockings, eyeglasses with horn rims, absorbed by politics and affairs while the husband stays home taking care of the children.

In all my letters to France I have tried to give my friends a right idea of the American woman, for it has their first curiosity, "How are the American women?" Just like you and me, I answer—a little more free, a lot more independent, with the same intelligence and the same heart but not the same ways, that's all! But naturally every nation thinks they have the best women.

I am so sorry when I think that so many American boys never got in contact with good and honest French people, I am sure they would have liked them.

THE French women have been sublime during the war, denying themselves of everything, trying to keep up the country in doing all sorts of men's works, and then, when I read here in American papers how French women are now crazy over beautiful clothes and luxury, I wonder if it would not be the same here if American ones had been living such a nightmare for five years.

Can you blame them for wanting to doll up again? Women are born with the love of clothes. For five years ours have been giving up everything for the country's sake, now they are making

up for the lost time—the best time of their lives spent in torment and anxiety!

I can write a thousand times to my friends that in America is about the same as in France—that you have to work if you want to live. They cannot understand it entirely. They think what I was thinking myself before I came here, that everything must be easy in America.

Since then I have learnt what is making money, but also the meaning of these three letters H. C. L. When we compare prices of everything it is almost as high here than in France!

THEY have been very surprised when I told them that the American woman, the one who cannot afford a domestic, works in her house more than a French one, because all women here being independent do not want to serve the others, and if she consents to do it, she will want a big price for it. I do not blame them myself. In France we easily find a domestic for the third of the money they are getting here.

Happily houses here are built in order to help the housewives—washing machine, tubs, electric iron I certainly appreciate, also the carpet sweepers! But if I tell my friends in France



*To my great surprise I have found out
that Americans are also great lovers of
these old things*

about them they think that everything in my house is done mechanically and that I have not to put my hands in it.

I am just crazy to hear about the gossips of my folk's friends when they get a letter from me! They think that I am almost a millionaire because I own a car. I did not tell them that nearly everybody here has got one, but anyhow they want to think that I am very rich but they do not want to believe that I am happy so far from my country—"in that lost country of California," they like to say.

Some time ago I wrote (in a very cheerful way) that we had had an earthquake. Then they had a little victory about it. They knew that country was no good after all. They never heard about earthquakes in France. I had been very foolish to come here and I had better to think of coming back! In fact, old people blame me for leaving my country, my family blame me for leaving them, but my girl friends think that it is grand—they are always anxiously waiting for my letters, they want to know everything about myself.

One day I drew the plan of my house and in their answer they asked me to put the furniture in it! They think that American people have very little furniture in their houses. I explained them, of course, how many things are built in like cupboards, buffets, tables. A disappearing bed has been lots of fun for them. "How can you push a bed in a wall?" they write!

MOVING an entire house has been a joke for them, they have been teasing me about it, asking me if I live in a doll house or chicken coop. Our houses in France are built so strong, all in hard stone, with a cellar sometimes as deep as the house is high, so that I can very well understand their astonishment when they hear of putting a real house on wheels and change it from one place to the other.

Rooms here are rather small compared to French ones. I remember at grandmother's house I had a room (which had been my mother's and her sister's room) where there were two beds, a great big walnut wardrobe, a dressing table, a round table in the middle, four chairs, two armchairs, two low chairs, and with all this furniture I used to receive all my friends there and we had lots of room to play. I guess there would have been enough in that room to furnish a bedroom, dining room and living room of an American bungalow.

Grandmother's kitchen was as big as my dining and living rooms together, paved with bright white and red tiles, and had an immense oak cupboard with

(Continued on page 22)

THE AMERICAN LEGION WEEKLY

Your War Risk Insurance

What the Government Has to Offer the War Veteran and How the Veteran May Avail Himself of It

By J. W. Rixey Smith

Washington Correspondent of THE AMERICAN LEGION WEEKLY

IN these days when all, or nearly all, of the ex-service world is young and blithe and gay, except that part of it which still carries its battle scars, it is hard to thrill an audience of war veterans on the subjects of old age, poverty, disability and death, those four threatening chasms of the future which Government insurance is designed to bridge for all ex-service men.

Uncle Sam is a very insistent insurance agent. He has been knocking on the ex-service man's door and slipping all sorts of blanks into his letter box with unremitting diligence, for these many months. Despite all his efforts, however, of the 4,500,000 insurance customers he had in the service when the Armistice was signed, carrying \$40,000,000,000 in insurance, he has lost all but 750,000 of them, carrying slightly over \$4,000,000,000 in insurance. There were on November 1 approximately 518,100 men and women carrying the old War Risk Term Insurance to the amount of \$3,472,642,000, and 216,638 men carrying converted Government insurance policies to the amount of \$717,237,000.

If Government insurance is to achieve successfully the mission for which it was planned at least a majority of the 3,750,000 ex-service folk who are today without the protection it affords must be induced to renew their insurance.

The crux of the difficulty is that the men having, naturally enough, during the trials and tribulations of demobilization and reconstruction, dropped their insurance, do not now understand whether it is worth while taking up again, nor the practical steps necessary to reinstate it. They do not know whether, having once reinstated the old war-time insurance, they should convert it to a permanent Government life insurance policy. They do not know the A, B, C's of reinstatement and conversion.

"I dropped my insurance at the time of my discharge," writes John X. Serviceman. "What must I do to reinstate it? Will I have to pay any back premiums? Will I have to be re-examined by the doctors? To whom should I apply for reinstatement? How long may I carry my insurance as term insurance at the old war rate? Into

what permanent forms of permanent life insurance may I convert it after reinstatement? How does the cost of the Government's permanent life insurance policies compare with that of private companies? What protection does term insurance give? What protection does converted insurance give? With reference respectively to term and converted insurance, how are they paid in the event of death or maturity? What do they pay in the event of partial permanent, temporary total, and

once to both the old war-time insurance, called term insurance, and the new peace-time Government insurance, called converted insurance. These paragraphs, it may be stated in the interests of accuracy, have been submitted to and approved by the Director of the Bureau of War Risk Insurance.

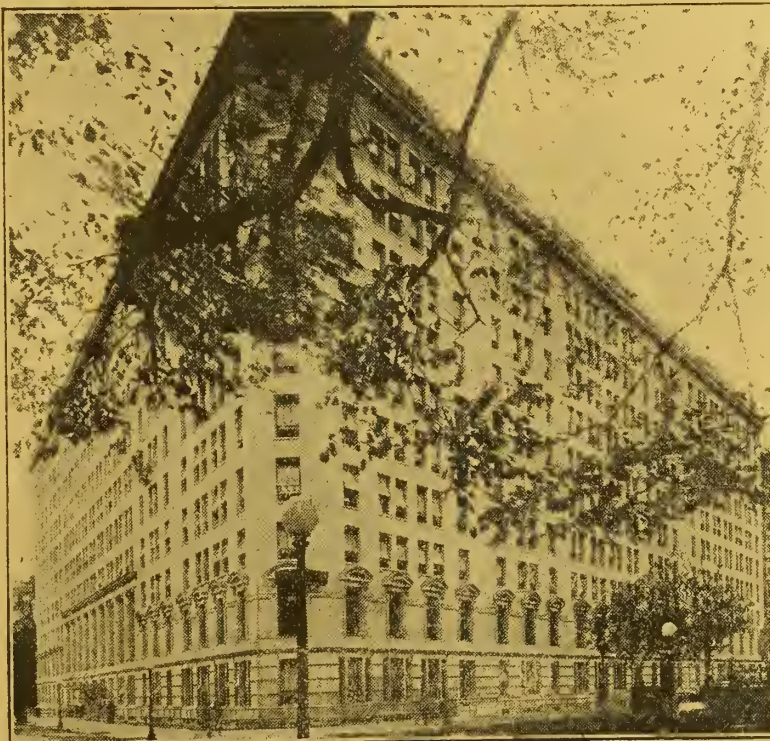
Most important of all, because it affects the vast majority of the ex-service world—and thousands still in the service—is the question of the reinstatement of lapsed or canceled term insurance.

Any ex-service man may reinstate his lapsed or canceled War Risk Insurance at any time after satisfying certain requirements. To restore the insurance to full force and effect he must fill out the application for reinstatement and tender with it payment of premiums on the amount reinstated for two months, which includes one premium for the month he was carried by the Government as insured after he stopped payments on the insurance, called "the month of grace," and the other premium to cover the month of reinstatement. He must also furnish satisfactory evidence of his insurability.

If the insurance lapsed or was cancelled before July 1, 1920, he may reinstate it within eighteen months from the month of discharge from the service, but before January 1, 1921, upon the statement that he is in as good health as he was at the

time of his discharge. After eighteen months from the time of discharge, and also after January 1, 1921, he may reinstate his insurance provided he is in good health, so states in his application, and submits a report of a full medical examination made at his expense by a reputable physician.

If the insurance lapsed or was cancelled on or after July 1, 1920, he may reinstate it within three months, including the month it lapsed or was cancelled, and has merely to state in a written application, made on a form furnished by the Bureau, that he is in good health. After more than three and within six calendar months from the time it lapsed or was cancelled, he must state that he is in good health and furnish a medical certificate made at his expense by a reputable physician to substantiate the statement. After



The ten-story building at Washington built especially to house the activities of the Bureau of War Risk Insurance

permanent total disability? Are these payments deducted from the face value of the policy at the time of death or when the policy becomes due? Have they any cash surrender and loan values? Are they transferable? Are they contestable?"

THESE and many more questions like them ex-service men everywhere are asking every day. Before the Government can persuade these men to renew their insurance, they must be told in plain, matter-of-fact, everyday English what they want to know. As just a step in the right direction, I have attempted, after struggling through all the literature put out on the subject by the Bureau of War Risk Insurance, to present in the following brief paragraphs a clear-cut synopsis of the simple facts with refer-

more than six and within eighteen calendar months of the time his insurance lapsed, he must state that he is in good health and submit the report of a full medical examination made at his expense by a reputable physician. All medical certificates and examinations must be reported on forms required by the Director of the Bureau. No provision has as yet been made for the reinstatement of term insurance where more than eighteen months has passed since the insurance lapsed.

The Facts about Term Insurance

TERM insurance is the insurance that nearly five million soldiers and sailors carried during the war. It was an emergency insurance written for the emergency, and, by the Congressional provision that now stands, it may be carried until five years after the date of the termination of the war as declared by proclamation of the President of the United States. Congress may, and then again it may not, extend the period of time during which ex-service men may carry this term insurance.

War Risk Term Insurance provides protection in the event of death or total permanent disability only. In the event of death, it is paid to the designated beneficiary in 240 monthly instalments of \$5.75 per month for each thousand dollars of insurance. In the event of total and permanent disability, monthly instalments of \$5.75 for each thousand dollars worth of insurance will be paid to the insured ex-service man so long as he lives and continues to be so disabled. Should the disabled man die after receiving some of the monthly instalments, but less than 240, the remaining instalments up to 240 will be paid to the beneficiary instead.

The premiums charged on War Risk Term Insurance at a given age represent the exact net cost of the death risk in normal times. They do not provide for a reserve or for the accumulation of any fund to meet future obligations. They provide only for death and disability claims during the current year. For this reason War Risk Term Insurance policies do not have a cash surrender or loan value. What you pay in for them is water over the dam. You cannot get it back by surrendering your policy or borrowing anything on it. You can only win by being permanently and totally disabled or by dying.

War Risk Term Insurance is clearly the cheapest form of temporary protection against death and permanent total disability. It is, however, extremely undesirable for life-time protection, because the premiums on it

increase each year as the ex-service man grows older, and there will come a time in later years when this increase has reached such proportions that he may be unable to pay the premiums and may have to drop his insurance at the very time when his need of it is greatest.

Therefore, sooner or later, we must come to the so-called "conversion" of our old war-time insurance into one or another of the liberal peace-time policies offered us by the Government as permanent life insurance. This term insurance business is too much like keeping your best black broadcloth in a cedar chest until you have to wear it to your own funeral.

verted, during the five-year period, converting blocks of the policy as rapidly as his financial condition warrants.

The Features of the New Government Policies

IT is impossible to go into detail regarding the distinctive advantages of the six different permanent policies which the Government is prepared to sell to the ex-service man to replace his term insurance. Their names are more or less self-explanatory.

They offer protection in a permanent form at a level rate of premium; that is, the premium remains constant during the premium-paying period. They are from five to twenty percent cheaper to carry than the same kind of policies offered by the standard commercial life insurance companies. The Government bears all the overhead expense and the premiums are based on the actual cost of the life insurance, not including disability costs.

At any time after the first year, the converted policies may be surrendered for the full value of the reserve paid in, with interest and without deductions. Loans will be made on the policies, too, at any time after the first year, up to ninety-four percent of their cash value. Provision is also made whereby, if the person insured has to give up his policy after it has been in force one year or longer, he may, instead of accepting its cash surrender value, take what is coming to him in "paid up insurance" or "extended insurance." Under "paid up" insurance he would get a smaller amount of insurance upon which he would have to pay no more premiums. Under "extended insurance" he would get the

same amount of insurance as protection against death or disability for a shorter period.

The policies, it is provided, shall participate in and receive such dividends from gains and savings as may be determined by the Director of the Bureau of War Risk Insurance with the approval of the Secretary of the Treasury. The policy holder may take his dividend in cash, or he may leave it on deposit with the Bureau at a rate of interest never less than three and one-half percent compounded and credited annually. The earnings of the policies are not applied to a reduction of premiums.

Under any one of the converted insurance policies, an ex-service man becoming totally and permanently disabled receives \$5.75 a month for each \$1,000 worth of insurance he carries as long as he lives and continues to be so disabled. He does not get anything for

(Continued on page 20)



DAVID AND GOLIATH

THE average ex-soldier on the point of converting his term insurance doubtless feels about like the tipsy traveler in the railroad station who, upon demanding a ticket and being asked to what station he wished to go, inquired, "What stations have you got?"

Any ex-service man may convert the whole or any part of his term insurance in multiples of \$500, but not less than \$1,000, into permanent United States Government Life Insurance, of which there are six kinds of policies: (1) Ordinary life; (2) twenty-payment life; (3) thirty-payment life; (4) twenty-year endowment; (5) thirty-year endowment; (6) endowment maturing at age of sixty-two.

He may convert a part of his term insurance into one kind of permanent insurance and another part into another, if he so desires. He also may keep part of his insurance under the term plan, with the remainder con-

Is There a Wrestling Trust?

Some of the Class D Huskies Are Not Above Taking Advantage of the Fact That the Mat Game Permits of Easy Faking

By W. O. McGeehan

WRESTLING is one of those sports in which nobody, not even an expert, can tell whether or not the well-paid gladiators are doing their best or merely staging a close melodrama for those who pay the price of admission.

George Bothner, the retired lightweight champion wrestler, who knows more wrestling than any man in the world and who has a reputation for honesty and sportsmanship, admitted that even he cannot tell. If he suspects a bout he tosses the gladiators out of the ring, and yet it is hard to act on mere suspicion. Although there have been some very realistic fake prize-fights, an expert usually can tell when boxers are "stalling." But wrestlers? No.

Of course there have been some notoriously bad wrestling fakes. They had one in Chicago once and since that time the sporting element calls for the police when wrestling is mentioned. And the Middle West is the wrestling belt.

In the absence of professional boxing they restored and rehabilitated professional wrestling in New York last year. Stecher, an ex-gob, threw Earl Caddock—Sergeant Earl Caddock of the A. E. F.—and took the title in Madison Square Garden. Nobody ever has questioned the genuineness of this match. There were other thoroughly satisfactory matches about the same time and Stecher beat them all—Vladek Zbyszko, Strangler Lewis, and half a dozen others. He clamped them all down with the "body scissors" hold.

BUT the pork-and-bean wrestlers do some queer things. I call them pork-and-beaners because that is the name they use for third and fourth rate prize fighters. These pork-and-bean wrestlers stage preliminary bouts in the big cities, but they furnish the main events in the small towns and, since there is no way of telling when they are doing it, they make the bouts result in accordance with the betting. It is easy and profitable. The pork-and-bean wrestlers are not perpetually broke, like their brethren of the prize-ring. Most of them have very substantial bank accounts and property in Europe.

They staged the big bout in the revival of wrestling to include a parade of wrestlers of all nations. Joe Humphries introduced them in order, the Ponderous Pole, the Ferocious Finn, the Dangerous Dutchman, the Gory German, the Cruel Cossack, the Growsome Greek, the Savage Swede and the Fearful Frenchmen—anyhow, they had titles sounding something in that vein.

Also there was Sulo Hevopaa, wide of girth and microscopic as to nose. Sulo hates to have his nose, such as it is, rubbed by an opponent, and utters weird and raucous cries when this is done, for there is nothing in catch-as-catch-can wrestling that prohibits nose rubbing. Sulo's opponent usually is Ivan Linow, the Cossack and Ivan

always rubs Sulo's nose violently. Thereupon Sulo uses his fists and much merriment results for those who are wise enough not to take their wrestling seriously. Also Sulo makes speeches to the gallery in Finnish. This bout always is "a good card," but not for the wrestling.

This picture passes, and I am visiting a small city in the South. The sports of the place are all excitement about a wrestling match that is to take place that night. I attend, and I find that the opponents are the Ferocious Finn and the Cruel Cossack, or another pair from the pork-and-bean list. But they have new names here.

THE process is a little devious. A gigantic person comes to town and gets a job in the butcher shop or the blacksmith shop and declares himself to be a wrestler. He demonstrates this by throwing the town giants. Then another titanic personage hits the place and casts a lot of aspersions on the local wrestler. Inevitably the match is made and inevitably there is some money bet, for the visitor always has some wealthy backers with him. The result depends entirely on the betting.

It is seldom that the small-town sports are much wiser after they have been trimmed. They may have their lurking suspicions after the wrestlers have disappeared, but it is seldom they even suspect, for a wrestling bout that is framed, unlike a fake prizefight, leaves no trace and the pork-and-beaners of the wrestling game are always busy.

One promoter who has dealt extensively with wrestlers explained to me his theory of promotion and attempted to justify it. A wrestling match without restrictions might be a very tedious spectacle or it might be a very disappointing one. If the match happened to be too one-sided it might end in a minute or so. That would send the crowd away dissatisfied and growling. Consequently this promoter used to have his men agree not to have a fall until they had wrestled for an hour. After the hour was up the bout was to proceed strictly on its merits.



Another promoter argued that a wrestling match that was strictly on its merits might last all night, and that would put the crowd to sleep. When you put a crowd to sleep you are not going to get it back. And this is true—they cannot limit a wrestling match as regards time as they can prizefights. Moreover, this promoter argued, a wrestling match strictly on the level probably would be about as uninteresting a contest as could be staged. Which nobody can deny again.

IT amuses me to hear people hold that prizefighting is brutal and that wrestling is the more gentle sport. If you have ever seen a man in the grip of Strangler Lewis's headlock or watched Joe Stecher coil his legs around an opponent and crush his ribs with the relentlessness of a boa constrictor you would know better. In one bout I saw Stecher's opponent with one arm, as well as the body, pinned in the scissors hold. The hand turned white, then blue. The circulation was stopped and the breath was almost crushed out of the man's body.

After he lost the championship to Stecher, Sergeant Earl Caddock was in bed for a week. For a while they were worried lest the internal injuries he had received might result fatally. Caddock had been gassed overseas and that added to his suffering. Stecher wrestles with the cool deliberation of a python, working at his victim until he can clamp those long legs around his body, and then it is over. Sometimes the victim may tear loose, but the crushing of those coils has so reduced him that Stecher can pin him to the mat at will. Sometimes I wonder whether the man could escape the scissors hold at all if Stecher wished to keep him there.

Wrestlers do not get the big purses that the prizefighter gets, but they get them oftener. Stecher, the champion, frequently has wrestled four times in a week in different cities. Consider that the champion heavyweight boxer has had only one bout in more than a year. Wrestlers last longer, too. There are many wrestlers nearly forty years old and still going strong, but prizefighters as a rule are candidates for homes for the aged at that time of life. Already Stecher, the Nebraska farmer boy, must be quite a wealthy young man, and he still has the title.

PROFESSIONAL wrestling has vastly improved since the days of the Maybray gang, that notorious sporting and gambling trust that finally was broken up by the Federal authorities. They had wrestlers, boxers and foot-racers and a side line of wire tappers and confidence men. This trust was nation-wide in scope. It owned the performers and the referees and it had agents everywhere. But they gathered quite a few of them into the Federal penitentiaries eventually.

Wrestling was one of the big
(Continued on page 20)

EDITORIAL

For God and Country, we associate ourselves together for the following purposes: To uphold and defend the Constitution of the United States of America; to maintain law and order; to foster and perpetuate a one hundred per cent. Americanism; to preserve the memories and incidents of our association in the Great War; to inculcate a sense of individual obligation to the community, state and nation; to combat the autocracy of both the classes and the masses; to make right the master of might; to promote peace and good will on earth; to safeguard and transmit to posterity the principles of justice, freedom and democracy; to consecrate and sanctify our comradeship by our devotion to mutual helpfulness.—Preamble to the Constitution of the American Legion.

The Disabled

AMERICA'S armed forces suffered in the war one major casualty—killed in action, or died of wounds, disease, accident or other causes—for every thousand of her population, men, women and children. France lost one poilu for every twenty-seven persons in the republic. Had America suffered in like proportion, her present total of 640,000 men discharged with disability and liable to be in need of hospitalization or medical care at government expense and under government direction would have surpassed the incredible total of twenty-three million.

We were lucky, or we were sterling fighters, or both—anyway, we concluded the war with a total of killed in action only half that of either Belgium, Roumania or Bulgaria. One striking way of pointing out how lightly we got off is to say that Germany alone lost more commissioned officers killed in action than we did all ranks.

But did we get off lightly? Only on the basis of dehumanized statistics—by so much and no more. Ask a blinded soldier taking training at Baltimore whether we got off lightly. Ask him if it doesn't make his lot easier to know that America had a bare hundred and fifty men made sightless by war, as against Europe's thousands. But do not expect him to answer yes.

The only bearing which statistical comparisons have on the case is to indicate the relative simplicity of America's disabled problem. The richest country in the world, and the fewest war cripples to care for!

The number of America's disabled men concerns only the detailed administration of America's duty. After that, good-by arithmetic, and enter the moral factor. The moral factor concerns the obligation itself. That obligation, reduced to its lowest terms, is this: So long as one man or woman still suffers from physical or mental handicap that can be shown to have been incurred in the service, the nation's obligation to the single sufferer is as definite and unequivocal as though twenty million were so suffering. That is the whole significance and intent of The American Legion's policy; that is the text which will actuate its efforts to get the passage of legislation vitally affecting the disabled veteran at the short session of Congress which opens December 6.

A detailed summary of the measures on which the Legion is concentrating appears on page 11 of this issue. The Fordney Bill, providing adjusted compensation for all ex-service men is not put last for the sake of climax. Congress knows no climaxes. It is put last on the principle of first come, first served. First to come, first to be served, in the Legion's eyes, is the disabled soldier.

And so should the disabled be first to be served in the eyes of this country and of Congress. The extent to which Congress delays the passage of legislation to improve their lot will gauge the extent of America's remembrance—or forgetfulness—of the men who fought

to keep her free. Carping, haggling, indecision, anything at all which will retard the passage of these urgently needed laws will be capable of only one interpretation. That interpretation is ingratitude.

What Ails Mount Vernon?

IN Mount Vernon, N. Y., a month or so ago there was fought out the question of free speech. The mayor of the town, apparently with at least a substantial group of supporters, exercised an assumed authority to prevent public open-air meetings during the election campaign. It required a decision by a United States Court to establish definitely the fact that a Mount Vernon mayor is bound to respect a jealously-guarded constitutional American right.

Now a group of Mount Vernon property owners have banded themselves together to prevent the establishment of a soldiers' memorial and American Legion clubhouse in a family mansion which stands in an exclusive neighborhood. As proof that the neighborhood is exclusive, the property owners have hired an attorney, who says that if the memorial building and clubhouse were established on the site intended, the peace and quiet of the district would be disturbed by dances and celebrations.

What kind of democracy did the war make safe in Mount Vernon?

Peace Risk Insurance

THE success of government war risk insurance depends as much upon the war veteran who is entitled to it as it does upon the Government. If the veteran can be entitled to meet the Government half way, there will be small opportunity for the repetition of post-bellum pension grabs, of old soldiers holding the hat, of old soldiers without homes, of old soldiers existing from year to year on mere pittance doled out by Congressmen with an eye on the voting list.

Government insurance is a government business that belongs to the veterans of the World War and to them alone. If they go into it, they can make of it what they want. The three-quarters of a million men and women who are now carrying government insurance are merely holding the fort until the rest of the outfit makes up its minds to fight or quit.

Dental Dizziness

A SAN FRANCISCO woman has two diamonds mounted in her teeth. They are set, like windows, in the façades of her incisors, and her smile is literally dazzling. One can imagine the sparkling charm of the gleam of table silver and the crystal of a wineglass reflected in the twin carats. Just the fancy of it must entrance the jewel salesman and the society dentist. Think of the joyful research of the tooth mason and diamond merchant commissioned to find a blue white stone with just enough fire to match the complexion of a pinkish blond. And think of the feminine ecstasies when somebody wears for the first time her dental solitaire.

But the new fad is already threatened. Reports from Germany say that at last real diamonds are being made artificially. Wouldn't it be calamitous if, after acquiring a pair of precious teeth, milady should be asked sweetly if she was carrying a mouthful of synthetic gems from Bavaria. And what would happen to all the women wearing diamond teeth should fashion decree that rubies be worn?

"When Fond Recollections Present Them to View"

Words and Music by John Held, Jr.



Every time you duck under the li'l
ol' sanitary plumbing, don't it
remind you of—

—when you had to bathe, shave
and wash your whites in the hot
water issue?

Every time you stick your hands into your pockets, don't it recall—

—the old blues?—but then it wasn't such a bad war at that



Every time you settle back in the
old sway-back rocking chair don't
it remind you of—



—when you rode the old boiler in the
North Sea?



Every time the wife serves the
festive bean, don't it remind
you of—



—when you liked the darned
things and the blue-eyed sweetie
in the Sailors' Rest Canteen?

John Held Jr.

BURSTS *and* DUDS

Payment is made for original material suitable for this department. Unavailable manuscript will

be returned only when accompanied by stamped, self-addressed envelope. Address Editor Bursts and Duds.

And Well She May

The old hen clucks
With pride immense;
She's laid an egg
Worth twenty cents.

With Interest

"What do you make of all these war taxes?"

"I'm beginning to think when I went off to the war I must have told them to charge it to me."

Easy Riddance

Statistician: "If all the books written about the war were brought together in a single place—"

Ex-Doughboy (*enthusiastically*): "They'd make one whale of a fine bonfire, wouldn't they?"

Overlooked

"I was a private," mourned Bill Jones,

"I never had no luck,

"For when promotions came along

"They always passed the buck."

The Inevitable Tune

"Daddy," pleaded the sweet young thing, "can't I have an automobile? You can buy one for a song."

"Yes," grunted her harassed parent, "and I know what that song will be—'Over the Hill to the Poorhouse.'"

The Swallowtail Weevil

"Freddy's social career is ruined."

"How's that?"

"The moths got into his evening clothes."

Diverse Interests

"Dearie," exclaimed the delighted young wife, "my new hat came today."

"To how much?" inquired her husband in tones of pathos.

The Big Three

Doughboys of an American outfit sharing a sector in Belgium with the British were much given to speculation over the insignia that the Tommies of a certain division ported on their shoulders. This insignia consisted of three question marks. After long discussion it was finally settled that they stood for:

"When do we eat?"

"Where do we go from here?"

"Who won the war?"

Getting Away With It

"I bought a felt hat today and charged it to the firm," chortled the slick salesman.

"What as?" queried his interested companion.

"Overhead expense."

Clear Decks

Toulouse and Toulon

Are two cities in France

That always remind me

Of sailor boys' pants.

Attention, Mr. Wallingford!

"'Tis verra r-reemairkable," remarked Scotty, "how it is ye Amer-ricans make money."

"No more than you Scotchmen," returned the Yank politely. "I once heard of a couple of Scotchmen who got cast away on a desert island. When they died, years later, they had both made millions trading their clothes back and forth to each other."



"What's the trouble? Gasoline stove explosion?"

"No, the bird that lives there put one raisin too many in his home brew"

Jes' Nacherally

Back in the brave old Bordeaux days a native of the Vermont backwoods whose acquaintance with our colored brethren was limited was plumbing the depths of a colored brother's psychology.

"One thing I've noticed about you fellers," he drawled. "You don't never seem to worry about anything. Howzzat?"

"It's dis yeah way," explained the dusky soldier. "When anythin' goes wrong with yo' all folks yo' sets down and thinks and thinks till yo' gets all het up. When one of us sets down he jes' nacherally goes to sleep."

Faithful-Unto Death

Mike McGonigal and Jerry McGuffin nationality unknown, had been buddies in the rock-blasting gang. Owing to a pre-

mature explosion, Jerry got blasted along with the rock, and Mike, in a quandary, wired for instructions. He was told to ship the remains to the nearest undertaker.

Mike scrupulously gathered up all McGuffin's belongings, even to the broken clay pipe, and sent them to the undertaker with this telegram:

"As per orders of the boss I ship you the remains of Jerry McGuffin. But what will I do with the body?"

Vol-Unsteady

"John," began the wife sternly, "I noticed your coat on the hall stand this morning all covered with mud. How did that happen?"

"Sorry, my dear," responded hubby meekly. "It dropped in the gutter as I was coming home last evening."

"Ah, and were you in it?"

CARRYING ON

News of the American Legion in the Nation, Departments and Posts

what is your Post doing? News and photographs for this department are welcomed from all Legion and Women's Auxiliary members

LEGION WILL PRESS FIVE VETERAN BILLS

Fight for Compensation to be Aggressive but Secondary to Legislation for Disabled Men

WHEN the third and final session of the Sixty-sixth Congress opens on December 6, the ghost of an issue that will not down—the country's obligation to the men who served it in the World War—will take a front seat in the national legislative halls, there by its persistent and un-failing voice to demand consideration and justice for all ex-service men.

This session, which expires on March 4, will be such a short one that it has been decided to limit The American Legion's legislative program to only the most urgent and important legislation. To this end a definite campaign has been worked out by the National Legislative Committee and approved by the National Commander. The Legion will work for the passage of five measures, upon some of which amendments will be urged: The Wason bill, the Rogers bill, the Stevenson bill, a bill appropriating \$10,000,000 for hospital construction, and the Fordney bill. Should this session of Congress prove more responsive than anticipated, these five primary objectives will be supplemented with other measures—bills pertaining to land and homestead entries, Americanism and slackers.

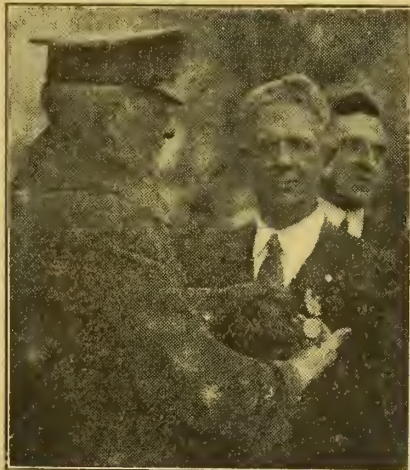
The Fordney bill embodies the Legion's plan of beneficial legislation and adjusted compensation. An aggressive and earnest fight will be made for it in pursuance with the overwhelming decision of the Second National Convention but, on the legislative program it is considered second in importance to the other four measures, all of which are designed to benefit the disabled. The word of the Second National Convention is also being observed: "Matters of legislation for the benefit of the sick and disabled are of first importance and to be given preference to all other legislation affecting the welfare of the ex-service men."

Opposition to Wason Bill

The Wason bill provides for fourteen regional branches of the Bureau of War Risk Insurance, as many sub-offices as are necessary and would make it possible for ex-service men to pay their Government insurance premiums at any post office. It relieves from the payment of premiums disabled men in hospitals or taking vocational training and men temporarily disabled. It extends the time in which ex-service men may apply for hospitalization or appliances from one year after discharge to one year after the passage of the act. It is a bill which will not only improve the functioning of the War Risk Bureau but one that contains many features of justice for the disabled. The Wason bill was passed unanimously by the House at the last session of Congress. On reaching the Senate it was referred to an antagonistic sub-committee of the Finance Committee from which it never emerged. It is now hoped that this sub-committee, of which Senator Reed Smoot of Utah is chairman, can be persuaded to abandon its opposition and favorably report the bill.

The Rogers bill, representing the efforts made by the Legion at the last session to get cooperation between the Government bureaus functioning for the ex-service man, provides for the transfer of the Rehabilitation Section of the Federal Board for Vocational Training and the Public Health Service to the Bureau of War Risk Insurance. This

THE last banquet board has been cleared, the echo of the last hob-nail on parade has died away and the O. D. blouse is back again in the closet with the Victory Medal on its breast. Armistice Day, celebrated in thousands of Legion posts, both here and abroad, stood out as the one big Legion Day of the year. The photographs are typical of Armistice Day "shows."



Commander Galbraith receives his
Victory Medal from Gen. Shanks



McConnell Memorial decorated by
McConnell Post, University, Va.



Any number of Legion parades were held such as this one which was under
the auspices of Ernest A. McNish Post, of Brookfield, Mo.

bill, it is planned, will either be rewritten or amended to provide instead that all three of these bureaus be "coordinated under one directing and responsible head," an assistant secretary of either the Department of the Treasury or of the Interior. The Second National Convention of the Legion recommended that these bureaus be placed under the direction of a special cabinet officer. The passage of the Rogers bill will not be endangered, however, by combining it with legislation providing a new cabinet position.

The Stevenson bill establishes the same privilege of retirement for disabled officers of the emergency forces as is now enjoyed by officers of the Regular Army, a privilege already accorded by Congress to the emergency officers of the Navy. The Senate is said to be ready to pass the measure. It

(Continued on page 14)



William J. Lesselyoung Post, Marsh-
field, Wis., placing captured gun

Hear Rachmaninoff on the New Edison

THIS illustration is reproduced from an actual photograph of Rachmaninoff playing the Second Hungarian Rhapsodie (*Liszt*) while the New Edison RE-CREATED his previous rendition of the same composition.

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| No. 82169 Second Hungarian Rhapsodie (<i>Liszt</i>) Part 2 | No. 82170 Pastorale (<i>Scarlatti-Tausig</i>) | No. 82187 Polka de W. R. (<i>Rachmaninoff</i>) |

From an actual photograph taken in Mr. Rachmaninoff's home, in New York City





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CARRYING ON

(Continued from page 11)

has been opposed in the House Committee on Military Affairs. The Legion, however, expects to clear the way for its passage.

There is apparently no question that the appropriation of \$10,000,000 for hospitals will be made. Committees in both the Senate and the House have reported favorably upon it.

The fifth thing the Legion will ask of Congress will attract more attention than all the others combined. It is adjusted compensation. The details of the fight at the last session are well known. After having passed the House by an overwhelming vote, the Fordney bill was sent to the Senate, too late, it was said, for action. In the Senate it was referred to the Senate Finance Committee, of which Senator Boies Penrose of Pennsylvania is chairman. Assurance has been given by Senator Penrose and other members of the committee that hearings will be opened on the bill immediately after the reconvening of Congress.

Good Prospects for Compensation

The prospects are regarded as favorable that, after a number of modifications, none of which, however, will eliminate any of the principal features of the measure, the Senate will pass the adjusted compensation bill before March 4, and that the bill will then be sent to conference, where the Senate modifications will be accepted by the House. There is one thing, nevertheless, which makes uncertain any prediction of the outcome of the fight in the Senate. A group of bitter-enders, including Senators Thomas of Colorado, Gore of Oklahoma, Myers of Montana, Shields of Tennessee, and Sherman of Illinois, long ago served notice that they will fight the bill to the last ditch, filibustering if necessary. To this the majority whip of the Senate has reported that, if the bill comes out of the committee with a favorable report, it will be voted upon if the cloture rule, shutting off debate, has to be adopted.

The Fordney bill would give all veterans except those above the rank of captain in the Army or corresponding rank in other services the option of accepting a cash adjustment of service pay, or bonus, of up to \$500 for home service and \$625 for foreign service at a rate of \$1.00 a day for home service and \$1.25 a day for foreign service, or of taking advantage of any of the four other provisions of the bill which are open to veterans irrespective of rank and for which the money allowed is forty percent greater than that to which the ex-soldier would be entitled under the cash provision. These provisions are for vocational training, adjusted service certificate bearing four and one-half percent annual interest, Government assistance in the purchase of improvement of city or suburban homes or farms or the acceptance of a farm unit under a settlement project proposed by the measure.

LEGION WORKING HARD FOR SLACKER ROUNDUP

THE campaign of The American Legion to get the War Department to publish the list of draft deserters in order that a nation-wide roundup may be held with the Legion participating before the expiration of the time limit in which prosecutions may be made, is being pressed along a number of lines. One of the Legion's strongest moves will be the visit to Washington of the committee of adjutants appointed by the National Commander. This committee will call upon War Department officials, determine at first hand the exact position of the Government and state plainly the viewpoint of the Legion, which is that there should be no further delay in publishing the list.

"We of the Legion feel that our government can afford to temporize no longer with a matter of such grave import to the welfare of our nation and the stability of its established institutions," National Commander Galbraith has written to the Secre-

tary of War. "In fairness to Americans living and dead, who served their country and have always had its best interests at heart, we desire to know what is to be done and what, if any, are the valid reasons for any further delay in a matter so supremely vital to the nation's sacred honor."

To this the Secretary of War replied that the War Department would publish the list as soon as the names that should not appear on it could be eliminated. Further correspondence failed to bring the setting of a definite date for publication and the attempt of the National Commander to have a representative of the War Department meet the adjutants at their recent conference was unsuccessful. As a result the Legion intends to put its position on the slacker question squarely before the War Department through the delegation named by the National Commander.

Another, and prior, Legion move in the slacker question is the bill now pending in Congress which extends for three years the period within which draft deserters may be punished, thereby preventing the statute of limitations from defeating the aims of justice in the present slacker cases.

The Legion and the Women's Auxiliary sped along on practically even terms in the race to form new units during the week ending November 12. Eighteen new posts were added to the Legion and seventeen new units to the Auxiliary, giving the Legion a total of 9,869 and the Auxiliary 1,489. Illinois and Texas tied for first Legion honors with four new posts each. Kansas led the Auxiliary with five more units.

LEGION CHRISTMAS TREES TO CHEER THE DISABLED

A Legion Christmas tree will bring cheer in every hospital in the country where ex-service men are patients and in all orphans' homes that shelter the children of World War veterans, according to the Legion's program for hospital relief mapped out by National Headquarters. Posts in the vicinity of hospitals already are preparing for Christmas entertainments and festivities at which the maimed war heroes will be the guests. Messages of cheer also will be sent by the Legion to the families of men who died in the war. National Headquarters has arranged to send an outline of the Christmas plan to Legion hospitalization workers all over the United States.

Louisiana Fights Mennonites

THE Department of Louisiana is aggressively opposing the settling in that State of the colony of Mennonites which the Legion recently prevented from taking up residence in Mississippi. At the second annual convention the Louisiana Legionnaires opposed colonies of Mennonites on account of their evasion of war service. The *Pelicanaire*, the official newspaper of the Department of Louisiana, began the fight against the Mennonites that resulted in the passing of the Legion resolution.

Talk about going over the top! In a membership drive Finn Nelson Post, of Bristow, Neb., raised its enrollment from twenty-seven to fifty-five for a 100 percent standing. And this in a village of 255 people. Which would seem to show that in a small town where you know everybody you can sign 'em all up for the Legion.

Among the many Legion posts to avail themselves of the opportunity to get illustrated Americanism lectures in accordance with the program of the National Americanism Commission is J. W. Mason Post of Jersey City, N. J. The Post has arranged to show these lectures to the public.

Joseph H. Brewster Post, of Cedartown, Ga., took the leading part in the unveiling of a memorial tablet in honor of the men of Polk County who gave their lives in the war. After the unveiling, which was performed by two Confederate veterans, the Daughters of the Confederacy served a din-

ner to the relatives of the dead heroes, Confederate veterans and the members of the Legion. Joseph H. Brewster Post is one of the first in the State to place such a memorial.

What to do with a bonus if you don't happen to have immediate need for it? Hardly had the last compensation ballot been counted in New York city before a Legionnaire of Sub-Chaser Post pledged his State bonus to the Post.

Recruit for Post in O. D.

COL. ELMER J. WALLACE POST, of Fort Monroe, Va., composed largely of men now in the service with the regular army in the majority, secured 180 new recruits by a membership drive that brought the total up to 342 with 400 members expected by the first of the year. The Post ideally supports the policy that rank counts for nothing in the Legion, as it includes every rank of officer and every grade of enlisted men; members of the Army nurse corps (female), reserve nurses, Army Nurse Corps; representatives of the Naval Reserve Corps; Army field clerks, warrant officers, Army and warrant officers and Army Mine Planter Service. The Post has quarters of its own and a growing Women's Auxiliary.

When McKinney Post of Evansville, Wis., initiated eighteen veterans of the World War into The American Legion they did not hold their ceremony unassisted. Posts from Milwaukee, Janesville, Beloit, Brodhead, Albany, Brooklyn, Fort Atkinson and New Glarus attended the doings of the Evansville Legionnaires.



IN another part of this issue of THE AMERICAN LEGION WEEKLY—at the head of the Carrying On Department, to be exact—there is an account of the legislative program adopted by the Legion for this session of Congress. It tells of the plan of the National Legislative Committee and of the five bills the Legion will seek to have passed at the coming short session of Congress. It is not necessary for me to go into detail here but I am going to give you a line on the plan National Headquarters has adopted for carrying out the coming fight.

In the first place, pursuant to the Legion's policy, the welfare of the disabled has been put first. And the disabled are in need. Months and months of muddling and incompetence brought their logical and terrible result. The condition is better than it was but it is still several hundred French kilometers short of what it ought to be. The Legion is going after adjusted compensation, and it is going after it hot, but it is going after necessary legislation for the disabled first.

In the second place, every post of the Legion and every member should realize that the fight is not an affair alone for officials of the Legion but one for every member. The Second National Convention authorized the appointment of State legislative committees in each department. These committees, which should be working by now, will be the clearing centers through which the posts and members of the various departments of the Legion will be expected to express themselves. All resolutions favoring the pending legislation should be forwarded to these committees at Department Headquarters instead of being sent direct to Congressional representatives. When the time comes, a barrage of such expressions of sentiment will be laid down through these department committees which should leave Senators and Representatives in no doubt as to the sentiment at home. In addition posts should make determined efforts to have all chambers of commerce and civic organizations pass favorable resolutions.

Although it has only thirty-nine members, nineteen of whom are non-resident, San Juan Post, of Aztec, N. M., recently had a celebration that included a football game, a barbecue, horse racing, chicken pulling, broncho busting, track events and a dance. The Post has a clubroom and is self-supporting through dances, socials and various other celebrations.

The old stocking was crammed to the top with jingling francs when Glen S. Vandever Post, of La Crosse, Kan., wound up its five-day celebration recently. A street carnival, baseball, boxing, football, wrestling, dancing and an airplane circus were on the program. The local newspapers declared that, at the airplane circus, La Crosse entertained the largest gathering in her history. During the week the city authorities turned the policing of the city over to the Legionnaires and a force of "M. P.'s" were on the job seeing that all laws were strictly observed.

Ohio State University Post has been as active as the university football team this year. In fact, the football team was made up of Legionnaires from the coach down. The Post took a prominent part in the "Stadium Drive" during the university's semi-centennial celebration by running a fake gambling den and in the drive parade displayed a shell-hole scene on a float that took second prize. The Post includes many Federal Board students.

A rifle team has been organized by Stuart Walcott Post, of Washington, D. C., and practice is held weekly at the National Guard range. The Post team is planning to shoot off matches with the other Legion posts in the District of Columbia.

In the meantime, all Department Commanders have been asked by the National Commander to call upon the Congressional representatives in their respective States to determine their attitude on the Legion measures and, where necessary, to present the arguments in favor of the bills. Special efforts will be made to interview members of Congressional committees in which bills are pending, including the Senate Finance Committee, which will consider the adjusted compensation measure.

The machinery for carrying out this plan is ready. Just remember that the degree of success attained will depend a good deal upon the support received from the departments, the posts and the individual members. When the rocket goes up from the National Legislative Committee at Washington we ought to be on our toes to give them assistance.

[Not only did the Legion celebrate Armistice Day in appropriate manner, but Armistice Sunday, the day President Wilson set aside for services in honor of the war dead, was reverentially observed by the Legionnaires. Many posts attended the church services in their respective communities in a body.

AND here comes Christmas. Not a day of holly and mistletoe somewhere in the distant future but a live celebration just about three weeks away. Of course, it will be a merry occasion for you, but what kind of a day will it be in the hospitals where the buddies who were wounded and disabled in the war are lying? That depends on the Legion posts in the communities near the hospitals. The Legion will have a Christmas tree in every hospital where veterans of the World War are patients, a regular Christmas tree with presents and everything. If your post is near a hospital get busy on your part of the scheme right away. It's up to you. Make the old sock of the out-of-luck buddy bulge with "humps" and candy and whatever else he may need on Christmas morning and make that Legion tree an event he will remember.

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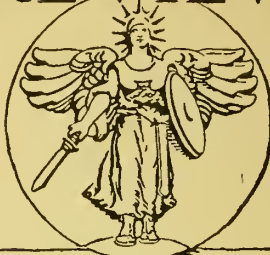
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THE Ex-Service REVIEW



A Digest of News of Interest to the Former Soldier and Sailor

UNCLE SEARCHES ANEW FOR OWNERS OF BONDS

UNCLE Sam is going to make a new and elaborate effort to find the ex-soldiers who subscribed to and paid for the 4,849 Liberty Bonds which remain undelivered. The Army is printing 15,000 lists of the names of the men who are registered as the owners of these bonds, and the lists will be distributed, through their national headquarters, to the posts of every veterans' society in the United States. In the meantime, owners may obtain the bonds by writing to the Liberty Bond Branch, Army Finance Office, Washington, D. C. The undelivered securities have a par value of \$391,150 and already almost \$35,000 in interest has accrued on them.

Complications in the delivery of bonds and a great deal of undeserved cussing of the Government have been caused by the fact that many thousands of soldiers subscribed for bonds through the agency of a camp or division Liberty Loan officer, who, in many instances, was acting as the agent of a bank near a camp or cantonment. Voluntary allotments were made in these cases in favor of the banks and the banks received full payment for the bonds through the Allotment Division of the Army. These banks have delivered most of the bonds thus paid for to the owners, but many of the subscribers cannot be found. The owners of the bonds still held by the banks must look to the banks for delivery. The Government concerns itself with the delivery of only those bonds paid for through the Federal Reserve Bank, New York City, or the Secretary of the Treasury in Washington.

NAVAL MEDAL OF HONOR AWARDED THIRTEEN MEN

ON Armistice Day the Navy Department announced the names of officers and enlisted men who received 2,446 decorations for their services in the World War. Thirteen men got the Medal of Honor. Officers and enlisted men of the Navy received 2,061 of the awards. Marine Corps members won 385. Recipients of the Medal of Honor were: Lieut. Joelit Boone, M. C., Navy; Ensign Charles H. Hamman, Naval Reserve; John Henry Balch, pharmacist's mate; Osmond K. Ingram, gunner's mate; David E. Hayden, hospital apprentice, Navy; Lieut. E. V. M. Isaacs, Navy; A. G. Lyle, dental surgeon, Navy; Lieut.-Commander J. J. Madison, Naval Reserves; Lieut. Weeden E. Osborne; Lieut. Orlando H. Petty, Medical Corps; Robert G. Robinson, gunnery sergeant, Marine Corps; Ensign Daniel A. J. Sullivan and Lieut. Ralph Talbot, Marine Corps.

Each of the thirteen citations for the Naval Medal of Honor is an epic of American heroism, and scarcely less thrilling are the stories revealed by many of the other awards. Typical of the Medal of Honor citations and more thrilling than the plot of any movie is the story of Lieut. E. V. M. Isaacs, who was captured by the German submarine which sank the transport *President Lincoln*. While confined in a German prison

he acquired information so important that he determined to escape and jumped through a window of a rapidly moving train. Recaptured, he made another attempt, "deliberately drawing fire of the armed guards in the hope of permitting others to escape during the confusion." He finally swam the Rhine during the night.

WORK OF A. E. F. TOLD IN WAR DEPARTMENT PAPERS

THE Historical Branch of the War Department, in preserving for posterity the pictorial and literary records of America's part in the World War, already has gathered in its files 478,275 photographs, more than a million feet of motion picture film, and 5,792 official documents and maps. It is preparing a series of historical papers covering the whole war, in three sub-divisions, one dealing with military operations overseas, another with S. O. S. operations overseas, and the third with the work of the Army in the United States. The following publications on overseas subjects have been issued:

A handbook of Economic Agencies of the War of 1917; A Survey of German Tactics, 1918; A Study of Battle Formation; Economic Mobilization in the United States for the War of 1917; Field Orders and Annexes, First Army; Summaries of Intelligence, First Army; Field Orders, Second Army Corps; A Study in Troop Frontage; A Study in Battle Formation; Cambrai; Organization of the S. O. S., A. E. F.; Replacement of Personnel, A. E. F.; Major Operations of the A. E. F., Blanc Mont (Meuse-Argonne-Champagne); Operations of the Second American Corps in the Somme Offensive; Summaries of Intelligence, Second Army Corps; Summaries of Intelligence, Fifth Army Corps; Field Orders, Eighty-Ninth Division; Summaries of Intelligence, Second Division, and Field Orders, 1918, Fifth Division.

Information concerning these publications may be obtained upon application to the Historical Branch of the War Department, Washington, D. C.

Bonus Payments Must Wait—Immediate payments of the bonuses authorized at the November 2 elections by Washington, New Jersey, New York and South Dakota are not expected, because in several of the States, legislatures, meeting in January, have to provide the machinery for carrying out the terms of the laws. In all the States the sale of bonus bonds will require some time. A provision of the New York law requiring that the bonus be paid



WHO'S GOING AFTER THE SLACKERS?

WELL, one of the greatest forces in getting after them is The American Legion. Since the day it was founded the Legion has been steadfastly working to bring to justice the men who dodged their obligations to their country when we were at war. That's just one of many reasons why World War veterans should be, and want to be, members of The American Legion.

And, speaking of obligations, remember that the national per capita tax is due on January 1 and that, to enable his post finance officer to make payment promptly, every Legionnaire should get square with his post before that date.

COUNT 'EM AND WEEP



"A H!" says the former doughboy, "I remember that post well. Wasn't it just three kilometres from Mouzon, along the Meuse?" But it wasn't then and isn't. It is one of the eight French kilometre posts, which still space the five miles of road between Camp Wheeler, Ga., and Macon. The posts were set up to familiarize troops with the French measure of distance. Now they are relics only, because Georgia is again on mileage basis, but they remind Southern doughboys of a lot of weary days.

only to men who are residents of the State when they entered the service and on the date of the passage of the act, November 2, 1920, is causing disappointment to native New Yorkers who have taken up residence in other States since the war.

Jobs in Civil Service—World War veterans desirous of obtaining Government civil service appointments should keep in touch with announcements of the Civil Service Commission which are available at all Federal Buildings and Post Offices. Among opportunities now available, which may appeal especially to ex-service men, are positions under the Rehabilitation Section of the Federal Board for Vocational Training, paying from \$1,500 to \$2,400 per year, and appointments as special revenue agents in the Internal Revenue Department at salaries of from \$1,500 to \$3,000 a year with opportunities for advancement. For the former jobs applicants will be rated upon their education and experience and no written examination will be required.

Many A. E. F. Dead Transported—Before snow flies in France it is expected that the War Department will have returned the bodies of more than 10,000 American soldiers who were buried in French cemeteries. On November 9 more than 9,000 bodies already had been placed

aboard homeward-bound ships and 1,000 bodies were at base ports ready for transportation. It is now estimated that sixty percent of the 80,000 bodies buried abroad will ultimately rest in cemeteries in America before the end of next year. Many requests to send bodies home were withdrawn after relatives of deceased soldiers had visited the cemeteries on French soil. The bodies of 550 American soldiers will remain in England, at the request of their relatives and will be concentrated in a permanent cemetery near London. All other bodies of Americans have already been removed from England. It is not believed that the crosses marking the graves abroad will be replaced by the recently adopted uniform headstones until next autumn.

Becomes Hero After War—Henry Helms never had the chance to distinguish himself in battle in his eighteen months overseas with the Twenty-First Field Artillery. But the chance for heroism came to him as a New York City motorman. When the brakes of his car failed at the top of a hill four blocks long, Helms stayed at his wheel. He kept trying to stop the car as it neared with terrific speed another street-car which blocked a crossing at the foot of the hill. In the wreck that followed, Helms was so badly injured that both his legs had to be amputated. When it became known that Helms was the only support of a widowed mother, New York newspaper readers contributed to a large fund for his benefit.

Three More Veterans in Congress—In addition to the nineteen veterans of the World War who were reported elected to the House of Representatives on November 2, three others are now known to have gained seats. They are: A. L. Bullwinkle, of North Carolina, Roy Fitzgerald, of Ohio, and Harry Hawes, of Missouri.

Graves Service at Full Strength—The Graves Registration Service announces that it has 2,000 men in its work overseas and no more applications for employment abroad are being accepted in this country. The service obtains all the new men it needs from the ranks of those discharged from the American Forces in Germany. Ninety-five percent of the G. R. S. employees in Europe are ex-service men.

Latest Land Announcements—The General Land Office of the Department of the Interior has announced December 18 and February 19 openings of 40,000 acres of land in Yuma and Maricopa Counties, Phoenix Land District, Arizona, on which ex-service men have preferred right of entry for sixty days. On December 24 and February 23, 3,600 acres along the Malheur River in Oregon will be opened. Public land offices in the two States mentioned will supply information concerning the land.

The Morning After—Claims amounting to \$12,000,000 have been filed against the Government by the Pullman Company for coaches alleged to have been damaged during the war by soldier passengers.

Second Is Full-Strength Division—With the arrivals of recruits at Camp Travis, in Texas, averaging 250 a day in recent weeks, the Second Division of the Regular Army is now approaching full strength. The order to increase the number of officers and enlisted men in the division to 11,000 is based upon the War Department's policy of keeping one division at full strength.

Y. M. C. A. Helps Disabled—A fund of \$25,000 has been set aside by the Y. M. C. A. to provide vocational education for a group of Americans who are suffering from disabilities resulting from wounds received in the armies of the Allies. These men legally may not receive aid from the United States Government. Most of them have been cared for through a B. P. O. E. fund and as this is sufficient only to care for men already being aided, the Y. M. C. A. award will assist new applicants for assistance. The Federal Board for Vocational Training will supervise distribution.



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| <input type="checkbox"/> Telegraph Engineer | <input type="checkbox"/> Show Card Writer |
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REGARDING CIRCULATION AND EDITORIAL MATTERS

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CHANGE OF ADDRESS: Members of the Legion who wish to have their addresses changed should use the form shown below, addressing it to Circulation Department, AMERICAN LEGION WEEKLY, 627 West 43d Street, New York City. At least two weeks is necessary for a change of address to become effective.

EDITORIAL OFFICE: 627 West 43d Street, New York City. THE AMERICAN LEGION WEEKLY is always glad to consider articles, jokes and cartoons, and to receive letters and suggestions from its readers. Manuscript should be accompanied by postage and an addressed envelope for return, if unaccepted.

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THE VOICE of the LEGION

Responsibility is disclaimed for facts stated or opinions expressed in this department, which is open to all readers for discussion of subjects of general interest. Because of space demands, all letters are subject to abridgement.

The Real Enemy Within

To the Editor: I do not recall reading anything in THE AMERICAN LEGION WEEKLY about the war grafter. Have you seen anything of the grafter? I have seen and heard of lots of them since my return from France. An editorial in the *Public Ledger* hits it right in these words:

"The war grafter is clearly a more damaging foe to war morale, to the whole-heartedness with which our people must go to war when the life of the Republic is at stake, than is the war slacker. The average young American has only contempt for the slacker. But it is an altogether different proposition when this same high-spirited young man takes note of the satirical fact that clever men stay snugly at home and line their pockets with easy and enormous war profits while he endures intolerable hardships and faces constant danger to keep the war going, which enables them to profiteer and graft. Then, when it is all over and he is home again—possibly minus an arm or an eye, and very likely minus a job—these fat grafters swell around in full liberty, with all sorts of money to spend and the apparent respect, if not the envy, of everybody. That is what breaks a young man's morale and drives him to ask himself whether or not he has been a sentimental fool. The slacker simply will not fight; the grafter fights against us. We cannot go on having two classes of citizens who look upon war from two widely divergent angles—the one seeing it as a call to sublime duty, the other hearing only an invitation to take advantage of the national confusion to loot, graft, and plunder."

Now that we are beginning to get the truth about some of the shipping board enemies of this nation, let's insist that we find out everything. Let's run them down and nail them to the cross of public opinion—in addition to putting them behind bars—so that no man will ever feel that they "may have been right, because they got away with it."

AN EX-SOLDIER

Philadelphia, Pa.

G. A. R. and the Legion

To the Editor: When Clair Harkey Post, of Fort Scott, Kans., was organized, the G. A. R. veterans let us use their clubrooms. Now we have large rooms of our own, and we find that, because of their diminishing numbers and consequent financial burden on the remaining ones, the members of the G. A. R. are about to disband their Post. Since their meetings do not conflict with ours we have by a unanimous vote given them free use of our quarters and have taken under our care all their pictures and souvenirs. I think it would be well if the other posts of The American Legion would give the friendly hand to "the old boys," where similar circumstances exist.

MORRIS V. LIEPMAN
Adjutant

Fort Scott, Kans.

An A. of O. Viewpoint

To the Editor: I was much amused to read the letter of Miss Meacham in which she asks why nurses aren't welcomed in her Legion post. I should like to give a possible explanation.

I spent seven months in the Army of Occupation in Germany just after the Armistice. Now, while some of us just volunteered and didn't pull any wires to go to O. T. S., we still yearned for the companionship of girls who could speak our language. Not only was this companionship denied us, but we were made to feel that those who could have given it to us considered us unworthy. We were tabooed by our nurses, and had "officers only"

crammed down our throats when we even dared think of one. After a lot of noise, things were changed somewhat. By this time, however, most men were tired of seeing the nurses fawn upon the alleged social elite of the Army, so they were content not to play up to those who had so many times before scorned them.

It was this feeling, perhaps, which led the men of a certain Field Artillery outfit to decline to dance with the nurses on the transport bringing them back home. Any former Army of Occupation man will not have to think hard to account for any prejudice which still exists. He would think perhaps of that story everyone knew of the enlisted man, driving an empty touring car, who kindly offered to give a lift to two nurses, only to be told that they didn't "ride with everyone who asked them." It may not be charitable to harbor a grudge, but it is human.

C. R. SMITH

Skidmore, Kans.

Recording Discharge Papers

To the Editor: Let me add my own recommendation to what has been published on the importance of preserving discharge papers intact, and particularly the advisability of having these papers recorded in the office of the county clerk. In after years if the original papers should be lost, the county clerk's office will furnish a certified copy that will answer the same purpose as the original would.

This has been brought to my attention many times in recent years by the trouble veterans of other wars have had in obtaining the affidavits necessary to back up their pension claims. World War veterans everywhere should have no difficulty in having their papers recorded. In my own county, the fee is fifty cents.

GEORGE L. WILSON

Ex-Lieut., Q. M. C., Camp Mills

Walhalla, S. C.

Natural Science

To the Editor: I wish to express my belief that I am the only man who went into the Army wearing a size 34 suit of underwear and came out wearing size 54. I went into the Army wearing size 8 shoes and left Brest, France, with a size 8 on one foot and size 7 on the other, both without heels. Verily, the Army worked wonders in anatomy.

GEORGE GUARDWELL, JR.,
Ex-65th Art., C. A. C.

Walla Walla, Wash.

Alien Slackers

To the Editor: What of the articles we read of aliens trying to become citizens of the United States after they had claimed exemptions from the Army in the war? These aliens have bragged that they were wise. I know several who have done this. They have enjoyed liberty and made money and now they are trying to take out papers of citizenship. Are they to be trusted as American citizens after they refused to help America and their own native countries in the greatest war in history?

The Government ought to get a complete list of these slackers and send them back where they came from. A good many of them do not dare go back, for as soon as

THE INFANT LEGION

THE third instalment of "Cradle Days in the Legion," by George A. White, will appear in next week's issue of THE AMERICAN LEGION WEEKLY.—The Editor.



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they get to the places where they were born they would be arrested for failure to report for military service. They are right now men without a country.

I also was born abroad—in Greece. I came to this country when I was fourteen years old and found its doors wide open. I came to Kansas City and got a job as doorboy at \$7.50 a week. I went to night school for two seasons, and after six months in this country I took out my first citizenship papers. In 1918 I got my final papers, refused all exemptions and went to Camp Funston. After two months of training I was on the way to France. In 1919 I was discharged with a defective lung, but I made no complaint at the time. Now some of the slackers are giving me the laugh and asking me why the Government is not looking after me. Just now I can't answer them very well, but I hope ex-service men generally see that they get the kind of justice they deserve.

PETER CONSTANTA

Kansas City, Mo.

Now as Then, a Comrade

To the Editor: Because of some of the things that have been said in circles outside my Post I should be glad to have the following statement published:

In the drafting of men for the World War, preachers were the object of class legislation—they were exempted because of their profession, not because of superior worth to their country. To the everlasting discredit of some men, there were those who took advantage of their exemption, and now that the memorable days of tragedy have passed and the waves of high and exalted motives that swept men's souls have receded, there are men who would again place the preacher-soldier in a privileged class. Men have said that I should not be Commander of my Legion Post because the boys dance, play billiards and try to be normal human beings. They would have me sit aloof, fleck the dust from my shoes and keep my face in a solemn and saintly expression.

I do not go to dances, but I have been in hell. There I ate chow with my comrades, rubbed elbows with them, shared my blanket with men on a bloody battlefield. I had an ex-saloon-keeper of Chicago as my orderly. By the hundreds we gathered up mangled forms from the battle area, and I laid them away in the earth which gave them birth. And now that I am home I am not too good to associate with those who were my comrades a short two years ago.

J. A. LORD

Formerly Chaplain 4th Infantry
Chaplain, Department of Indiana,
Hebron, Ind.

"Famous Non-Combatants"

To the Editor: Here is a handy list of famous non-combatants. By referring to it, anyone can tell who did and didn't do the fighting over in France. The way to use the list is to read it at a post meeting and if anybody present wants to start a fight, scratch his outfit off the list. Here goes:

Medical Dept.
Recruiting Officers
M. P.'s
Most of the Marines
S. O. S.
R. T. O.'s
K. P.'s
Depot Brigades
Portuguese
Forestry Units
Liberty Bond Salesmen
Exemption Boards
Q. M. C.

Ordnance Dept.
C. A. C.
P. W. E. Cos.
M. T. C.
Y. M. C. A.
W. A. A. C.
Cavalry
Judge Advocates
Regimental Hq.
Home Guards
Gas schools
Company barbers
The Division on the left

All persons in the military service stationed at Angers, St. Agony, Blooeey, Tours, and Camp Pontanezen.

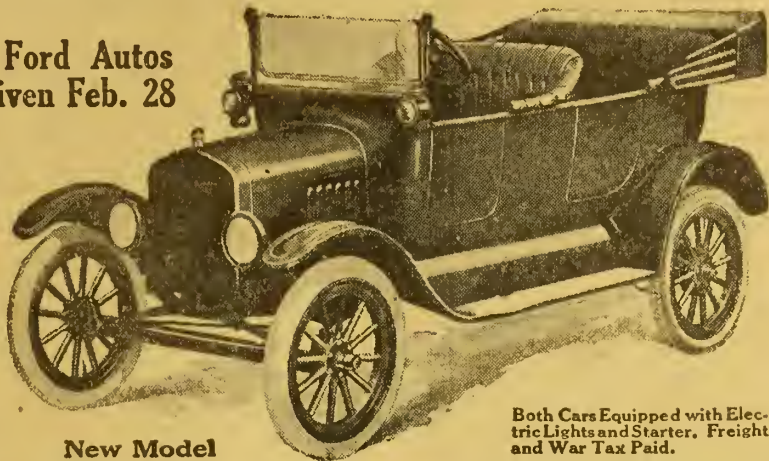
Field and general officers, including top kicks, mass sergeants and stable sergeants. Couriers and the mail service, if there was anyone in the latter service.

DR. P. B. C.

Cherokee, Ia.

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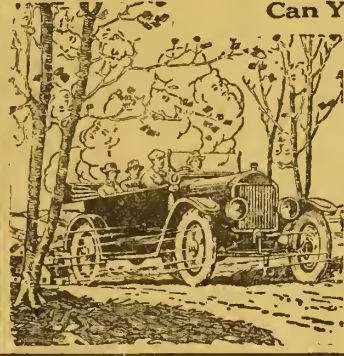
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Every one taking an active part in this contest will be well paid in cash, whether or not he wins one of the Fords or one of the other Grand Prizes. Just your name and address with five or more faces correctly marked in the picture below, starts everything. Act quick. Mail me the coupon today sure.

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Send U. S. Gov't. Hip Rubber Boots, C. O. D. My money back if not satisfied.
Size Name
Address

YOUR WAR RISK INSURANCE

(Continued from page 6)

partial or temporary disability. Whatever is paid him on account of disability is deducted when the policy is paid on death or maturity. There is, however, a provision in the Wason Bill, which has already passed the House and is pending in the Senate, which will permit the Bureau to pay the full face value of the policy when due, regardless of previous payments for disability.

The policies are not subject to taxation. They are incontestable and cannot be seized by or made over to creditors either of the insured or of the beneficiary. They are neither transferable nor assignable. They are the one and only thing that I know of into which a man may put his money without fear of moth, rust, thief, revenue collector or his own whim for a new automobile or a trip abroad. They do permit the policy holder to change his mind, however, and name a new beneficiary at any time without the consent of the old beneficiary. They also allow him to change his policy, at any time within five years from the date it is effective, for any other issued by the Government at a higher premium rate.

There are three different ways in which the Government will pay converted insurance at maturity. It will pay it: (1) in a lump sum; (2) in monthly instalments, not less than thirty-six and not more than 240; (3) in not less than 240 monthly instalments throughout the lifetime of the beneficiary.

The converted policies, if not surrendered for cash, extended or paid up insurance, may be reinstated at any time after lapse upon evidence of insurability satisfactory to the Director of the Bureau of War Risk Insurance and the payment of all back premiums with interest.

Pointers on Both Term and Converted Insurance

BOTH War Risk term insurance and converted life insurance may now be made payable to almost any relative. The new and enlarged group of possible beneficiaries are as follows: Parent, grandparent, step-parent, husband or wife, child, step-child, adopted child, grandchild, brother, sister, half-brother, half-sister, brother through adoption, sister through adoption, step-brother, step-sister, parent through adoption,

uncle, aunt, nephew, niece, brother-in-law, sister-in-law, persons who have stood in the relation of a parent to the insured for a period of one year or more prior to his entry into service, or the child or children of such persons, and parent, grandparent, step-parent, or parent through adoption of the insured's wife or husband.

Whether an ex-service man wants to reinstate his term insurance, to reinstate and convert it, or to convert what he is already carrying, he may apply to any post of The American Legion, to Army, Navy and Marine Corps Recruiting Stations, to State Insurance Commissioners, to any home service section of the American Red Cross, or to the Salvation Army, the Knights of Columbus, the Jewish Welfare Board and the Y. M. C. A. for blanks and other information.

He may already know something about War Risk Insurance. He probably does know more than the dusky stevedore who, asked if he carried any War Risk Insurance during the war, emphatically replied, "No sah, all I carried wuz barracks bags and boxes." He will, however, doubtless want to know more. He may, of course, write direct for forms and information to the Insurance Division, Bureau of War Risk Insurance, Washington, D. C., or obtain them from any one of the following branch offices of the Bureau:

Boston, Mass., 101 Milk street, Room 601; New York, N. Y., 23 West 43d street; Chicago, Ill., 1307 Stock Exchange Building; San Francisco, Cal., 420 Flood Building; Dallas, Tex., 232 Western Indemnity Building; Philadelphia, Penn., northwest corner Broad and Cherry streets, third floor; St. Louis, Mo., 1116 Syndicate Trust Building.

In writing either to the Insurance Division of the Bureau of War Risk Insurance at Washington or to one of the branch offices, an effort should always be made to give as much of the following information as possible:

1. Full name, including first, middle and last name, and complete address.
2. Rank, rating or grade at the time of original application for insurance.
3. Army or Navy organization at the time of original application.
4. Number of insurance certificate or insurance policy, if known.
5. If in Army, army serial number.
6. Date of discharge, if discharged.

IS THERE A WRESTLING TRUST?

(Continued from page 7)

branches of this game because the fake wrestling matches were harder to detect than fakes in other lines of sport. The footracing end fell quickly into disrepute, and a bad boxing bout is always fairly apparent. Nobody knows how much the gang cleaned up, but it was a million or better in the days when a million meant much more than it does today.

Personally I do not care for wrestling as a spectacle, real or unreal. It is a poor consolation for the prohibition of boxing, and a boxing fan will always have the game under suspicion.

The wrestler runs to beef and to binding of the muscles. When a boxer gets that way he is through. Unless it is particularly dramatic a wrestling

bout, to one who gets his fun watching the boxers step, is about as interesting as a piano moving contest.

There was a time when wrestling was entirely on its merits. That was in the good old days of Rome, when the lads in the gallery, if they were dissatisfied with a bout, might have the offending gladiator punctured with a short sword. The loser's end was emphatically the loser's end—the end of the loser, as a matter of fact.

They might make sure even in these gentler days by arranging that the winner should take all. But modern wrestling, like everything modern, is on a commercial basis. That is something which the fan who is watching a small-time bout must take into account.

THE AMERICAN LEGION WEEKLY



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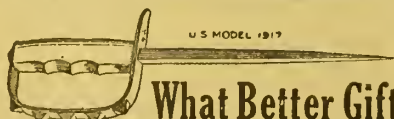
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Here's another for you—

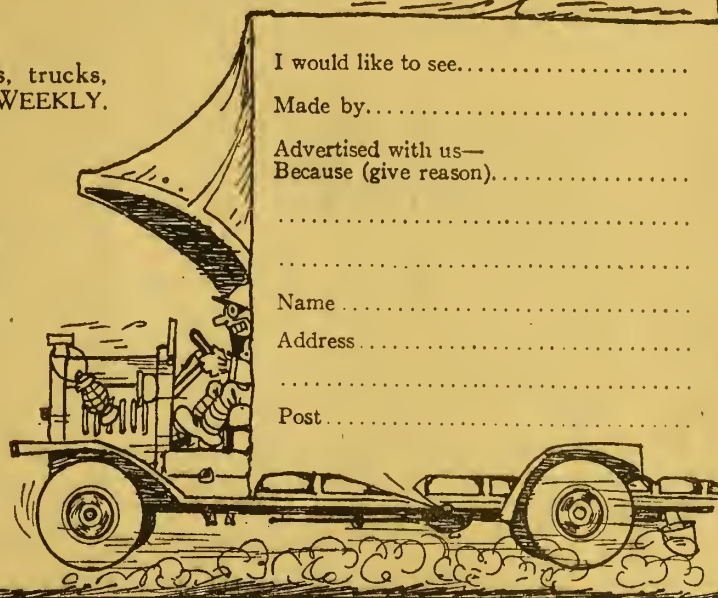
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This interesting Free Book shows how you can become a skilled player of piano or organ at quarter usual cost. It shows how one lesson with an expert is worth a dozen other lessons. Dr. Quinn's famous Written Method includes all of the many important modern improvements in teaching music. Brings right to your home the great advantages of conservatory study. For the beginner or experienced players. Endorsed by great Artists. Success for graduates everywhere. Scientific yet easy to understand. Fully illustrated. All music granted. Write today for free book.
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Large quantity hay, corn, oats, potatoes, apples, etc.; carry stock and family through winter; magnificent stock farm, near town; cuts 75 tons hay; 40-cow spring-watered pasture, 1,000 cords wood, 300,000 ft. timber, high-priced market nearby, big income this winter; 225 apple trees, 1,000 sugar maples, sugar house, evaporator, etc.; 10-room house, maple shade, delightful view; several barns; owner called distant state, \$4500 takes all, part cash, balance easy terms. Details page 12, Strout's Big New Illustrated Catalog Farm Bargains 33 States. Copy free. **STROUT FARM AGENCY, 150 P. B. Nassau St., New York City.**

ATTENTION

You Who Are Members of **The American Legion**
Do You Value Your Discharge Papers?
Put them in an honor frame. Double glass and mounting same on both sides. Can be taken apart and put together at will. Give also of papers with order. Sent by Parcel Post Prepaid. C. O. D. if you wish. Special prices to agents and officials. We also take orders for picture frames up to size 16x21 inches. Write for any other information you desire. Satisfaction guaranteed.
HONOR FRAMING CO., 6624 Edmund St., Tacoma, Phila., Pa.
Army Discharge Frames \$1.50, Navy Discharge Frames \$1.25.

AS OTHERS SEE US

(Continued from page 4)

hundreds of plates and almost as many glasses, a large square table, a great big fireplace with a coal stove placed in it. On the mantelpiece were six heavy chandeliers in hammered brass; up above hanging against the wall of the chimney two old guns, remembrance of my grandfather's youth.

NEAR the stove, against the wall, hanging on a frame of wood was a set of red brass pans from the smallest size to the biggest, bright like as many suns. In one corner was a tall clock, chestnut colored, with funny roses painted on and a bird opening a little door every striking hour. A big kerosene lamp with green shade was hanging from the ceiling.

A large window with little square window panes opened on the garden; not far from there was an old well where you could get the coldest water, a patch of lettuce and radishes all around. Now don't you ever think this was far in the country. It was right in the fifth biggest town in France.

When I was a child that kitchen used to be my kingdom. Then when I got twelve years old I did not like it any more—I was dreaming of tiny kitchens I had seen in apartment houses in Paris, I thought they were so much prettier!

At my great surprise I have found out that Americans are also great lovers of these old things. Sometime ago my husband was admiring a pair of hammered brass chandeliers just the same as grandmother's, a little lighter though. They were marked an enormous price and it made me laugh. If it was easier to go to France people could get absolutely genuine old stuff like that for almost nothing! But of course if it was so easy they would not want to have them.

Just like crochet works—American women are crazy over crochet works, all around me they are chocheting yokes, curtains, center-pieces, napkins, etc., and they are surprised that I do not like it. I wish they could see grandmother's bed room! Everything is covered up with crochet works—bed, tables, chairs, armchairs, mantelpiece!

OLD French people are so much against changes that the style has time to go and come back here while they still have over there the same things in the same place they were fifty years ago.

I used to spend my holidays at grandmother's and it simply made her sick one day because I changed my place of bed. She had no peace until I put it back where it was formerly.

Her own room was exactly in the same order as when she got married, think of it! She married at sixteen and died at eighty-two! A bedroom set sixty-six years old, that is a record!

Just four years before she died she consented to have the gas put in her house but refused to hear about electricity.

Sometime I wish I had appreciated these old things and brought some over here. The old and modern combined together would have made an interesting home, but I used to hate them, and maybe they were so old that they would have arrived in pieces after a travel of six thousand miles!

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THE AMERICAN LEGION WEEKLY

PAGE 22

Official American Legion Jewelry



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SCARF PIN

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OR BROOCH

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BUTTON

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GOLD BUTTONS AND PINS

	10 K.	14 K.
Regular Size.....	\$2.50	\$3.50
Midget Size.....	1.50	2.00

*Every member of The American Legion
should wear the Legion emblem*

Because the emblem represents men who not only have offered lip loyalty to the country, but have offered their lives as well; men who believe in and stand for all that is best in American life, men who can absolutely be relied upon to obey and uphold the laws of the land; men who believe in America and risked their lives to uphold their belief.

In all our 100,000,000 of people less than one in twenty-five is entitled to the distinction of wearing The American Legion emblem, and every precaution is taken to insure that the little emblem which stands for so much is not abused by being worn indiscriminately nor by being used for commercial purposes.

It is the desire to keep the emblem inviolate which caused the National Convention to patent and copyright the "Mark of a man."

The emblem is made in all forms of jewelry shown on this page and in other forms also. If you don't see what you want, write us about it, and

Always Wear the Emblem

Emblem Division
National Headquarters
THE AMERICAN LEGION
Meridian Life Building
Indianapolis, Ind.



LEVER LINKS



LOOSE LINKS

COAT CHAINS FOBS [BAR PINS BROOCHES IN GOLD

POST BANNERS U. S. FLAGS

SEAL PRESSES

AUTO RADIATOR AND CAP MASCOTS

WOMEN'S AUXILIARY JEWELRY

All Legion emblem jewelry is furnished with bronze centers for unwounded men and silver centers for men wounded on active service.

Auxiliary jewelry is furnished in gold with Blue Star for member who had a relative in the service and with Gold Star for members who lost a relative in the service.



N 41



N 357



N 274



N 319



N 322

ADD 5% TO ALL PRICES FOR WAR TAX

RINGS			
No.	10 K. Gold	14 K. Gold	
N322.....	\$15.00 ea.	\$22.50 ea.	
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	Sterling	10 K.	14 K.
Loose.....	\$3.25	\$11.00	\$15.00
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My New Way of Selling

How I Learned the One Great Secret of Salesmanship in 12 Hours

"**Y**OUNG man, my advice is, to get into the selling end of the game!"
"But—"

"No buts about it, if you want to go ahead—sell. It is salesmen we want today—Salesmen. If you can sell things you will never have to worry about securing a position, or demanding a good salary."

"But, Mr. Cranshaw, I have had no experience—know nothing about it, why—"

"Then learn, sir—you've asked my advice and help, and there it is."

Deeply puzzled, I left his office. Like so many other young fellows looking for their first job, I had no very definite aim. I didn't mind hard work or small pay, as long as I felt that the future held some opportunity. I had called upon my father's old friend, Mr. Cranshaw, to help me decide what calling he thought promised the most. The above conversation was the result.

Mr. Cranshaw is an experienced business man and I respected his opinions. With his aid I found a job—and a fairly good one as jobs go—with a large farm-machine manufacturing company.

As soon as I learned something about my product I went out on the road. The optimism of youth was with me. I had a tremendous amount of self-confidence. My product was a good one.

But I ran into a snag when I came in contact with the hard-headed men who till the soil.

They were of all types, keen, and shrewd progressive men, who wanted to see an actual gain—return for every penny spent; old-fashioned men who didn't take to new-fangled methods; big business men who ran immense farms as a side issue. Every one presented a knotty problem. It seemed to me in my early days, that each man had to be "sold" in a different way. I kept a separate "method of attack" for each individual.

But, I was not a success. I made few sales. Every now and then, I put over a fairly big order, but I was not a consistent seller. The firm was not satisfied and they said so. I was costing them more than my work was bringing in. In a very frank talk one morning, they told me that if something didn't happen at once, I would be called in from the road.

Well, needless to say, I was discouraged. I thought things over. The success of my brother salesmen and competitors puzzled me. I observed them closely and tried to learn what it was that brought them their big sales. I noticed, to my surprise, that the men whose totals were the largest were the ones who seemed to work the least. But I could find no one trick that any of them possessed which I had not tried.

One day I met a hardware salesman in the smoking room of a train. We talked about the usual things for a while then we branched into selling methods. In the course of his con-

versation he told me how, after many years of mediocre success, he finally learned the one great secret of selling, and what that secret is. It was simple as A. B. C.

It almost bowled me over. The simplicity and practicality of this great basic rule of success dazzled me. My guardian-angel must have been watching over when I met that salesman.

With impatient eagerness I started to put into practice, my new-found knowledge. The startling suddenness of the results was almost uncanny. After my next turn on the road the senior member of the firm personally congratulated me. My sales on that one trip



"In the last nine weeks my sales have topped the list."

were larger than the total of my three previous efforts. In four short months I became the best salesman on the firm's roster. I was leading even the old-timers. And from that time to this I have never once relinquished that lead.

Mr. Cranshaw's promise had come true—"Get into the selling game, if you want to go ahead," he had said—and I had.

But before I had found the all-comprising fundamental secret of salesmanship, I had been as near a failure as a man can be. The rapidity of my sensational rise seems almost unbelievable—even to myself.

Don't misunderstand me, I am not trying to pat myself on the back. I am not an unusual man in any way and do not claim to be. What I am driving at is this: If I, a young fellow who almost missed my chance, could, in the short space of four months, become a top-notch salesman, merely by the mastery of *this one principle*—others can do the same. And I must add my opinion to Mr. Cranshaw's, the selling game *does* hold the greatest promise of all for the future success.

This thing which so quickly placed me in my present highly-paid position of master-salesman, was a knowledge of the One Great Secret in Selling, and its 100 Devices as told in *Arthur*

Newcomb's astonishing 7-lessons course in Super-Salesmanship. This course, I firmly believe is the nearest existing thing to a Royal Road to Success in Selling.

It is not, like so many other salesmanship courses, a theoretical treatise. It is old-fashioned common-sense brass-tacks. Like all other sciences, selling has for its foundation a certain permanent bed-rock law. Ignorance of this is the reason so many salesmen fail.

Mr. Newcomb takes this law, shows it to you, explains it, and then shows you how to use it. It is your weapon. And it is worth more than all the tricks and stunts, and theories of selling put together.

Mr. Newcomb does not teach or preach. From his years of experience as salesman, sales-manager and student of the selling-science—he has condensed into this remarkable book, the one great selling secret—and its one hundred simple devices which all successful salesmen must have. He gives you this secret—that is all there is to it. No matter what you are selling the rule applies. Mr. Newcomb says, "This is the way to do it. Now go ahead." And it works. It always has worked. It has been tested and approved by every man who ever sold anything. Consciously or unconsciously *every sale that has ever been made, was made by the application of this one tremendous truth.*

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